

Replacement Sheet

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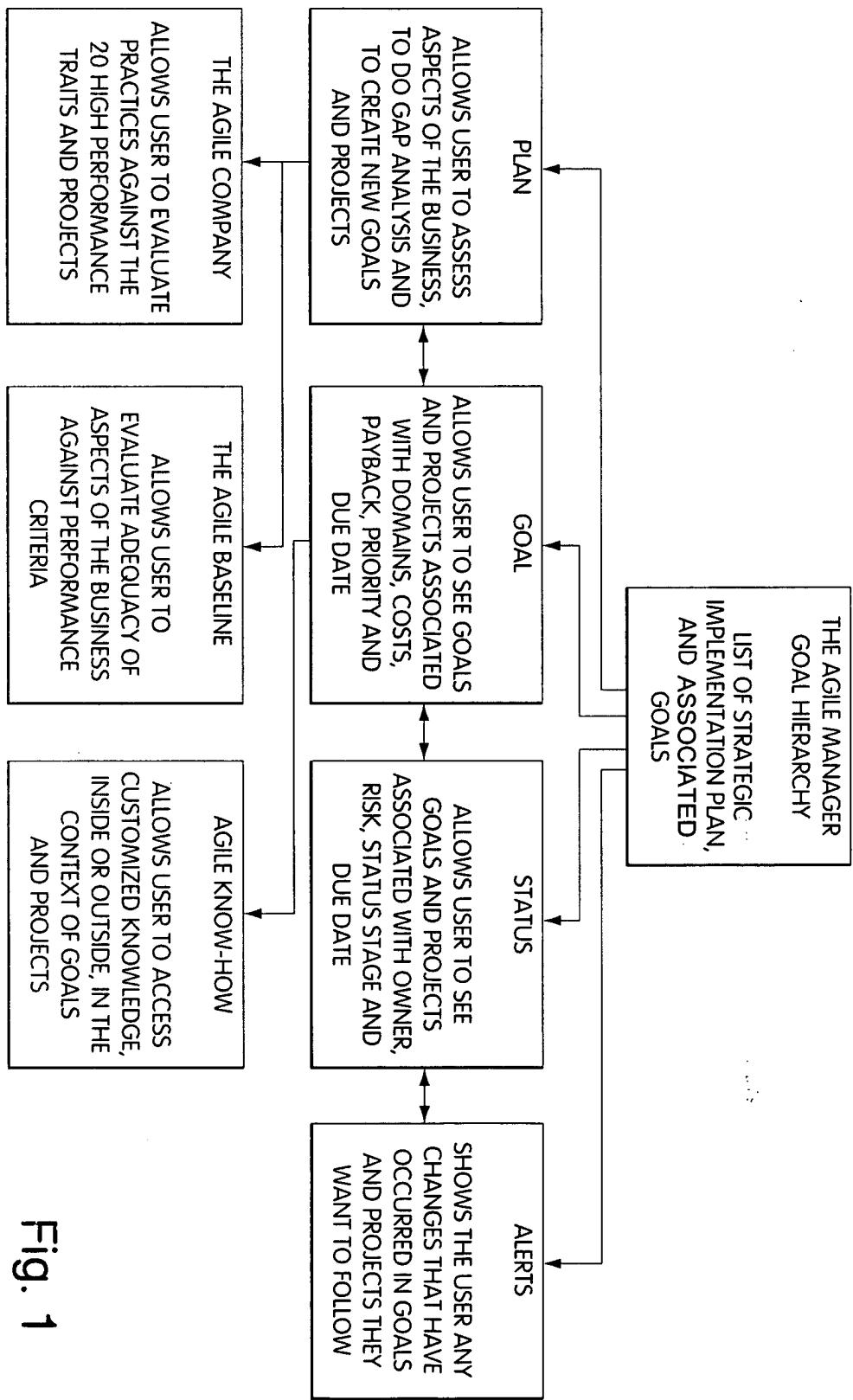


Fig. 1



Replacement Sheet

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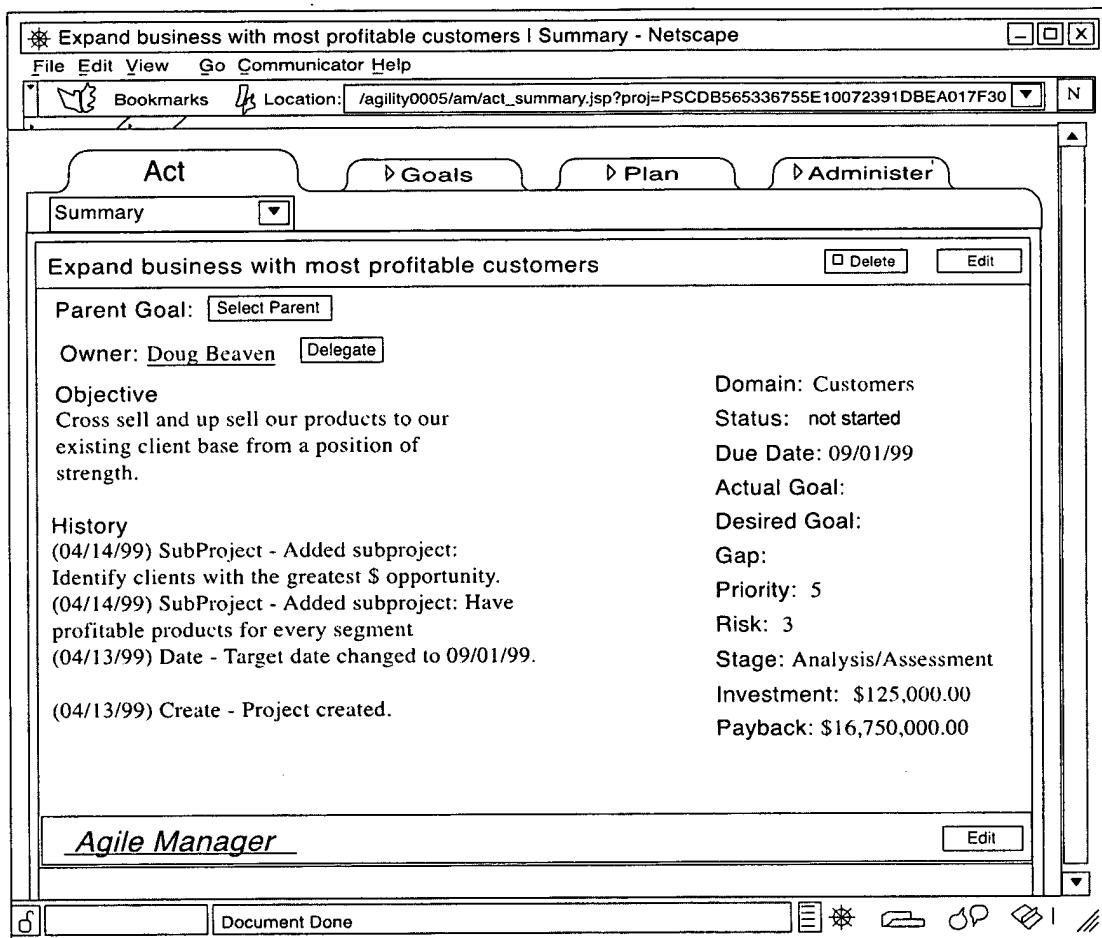


Fig. 13

Replacement Sheet

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Goals		Plan		Administrator			
[Select]	▼						
View Contributing Goals		Show Columns for: Priority ▼					
<u>Expand business with most profitable customers</u>		<u>Cost</u>	<u>Payback</u>	<u>Priority</u>	<u>Due</u>		
Deepen relationships with high net worth clients	750,000	5,000,000	5	6w			
Have profitable products for every segment	75,000	250,000	5	34w			
<u>Top Goal Total:</u>		\$825,000.00	\$5,250,000.00				
<u>Agile Manager</u>							

Fig. 15

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View All Goals					
	Risk	Owner	Stage	Show Columns for: Status	
<input checked="" type="checkbox"/> Have profitable products for every segment	4	Mike Jones	Requirements Gathering	needs attention	34w
<input checked="" type="checkbox"/> Monitor competitive moves around the Internet	3	Doug Beaven	Analysis/Assessment	needs attention	7w
<input checked="" type="checkbox"/> Reduce Breakeven on New Business	4	Doug Beaven	Implement	needs attention	7w
<input checked="" type="checkbox"/> Develop an RFP for professional services support	4	Joe Smith	Retrospective	completed	-4w
<input checked="" type="checkbox"/> Perform reference checks on short list of PS firms	4	Doug Beaven	Retrospective	completed	-4w
<input checked="" type="checkbox"/> Ask clients about our perceived competencies	5	Doug Beaven	Requirements Gathering	not started	1d
<input checked="" type="checkbox"/> Eclipse competition with our e-comm capability	5	Doug Beaven	-	not started	-
<input checked="" type="checkbox"/> Expand business with most profitable customers	3	Doug Beaven	Analysis/Assessment	not started	17w
<input checked="" type="checkbox"/> Find new company or spin off threats	5	Doug Beaven	Implement	not started	9w

Fig. 20

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a model in parent 4001

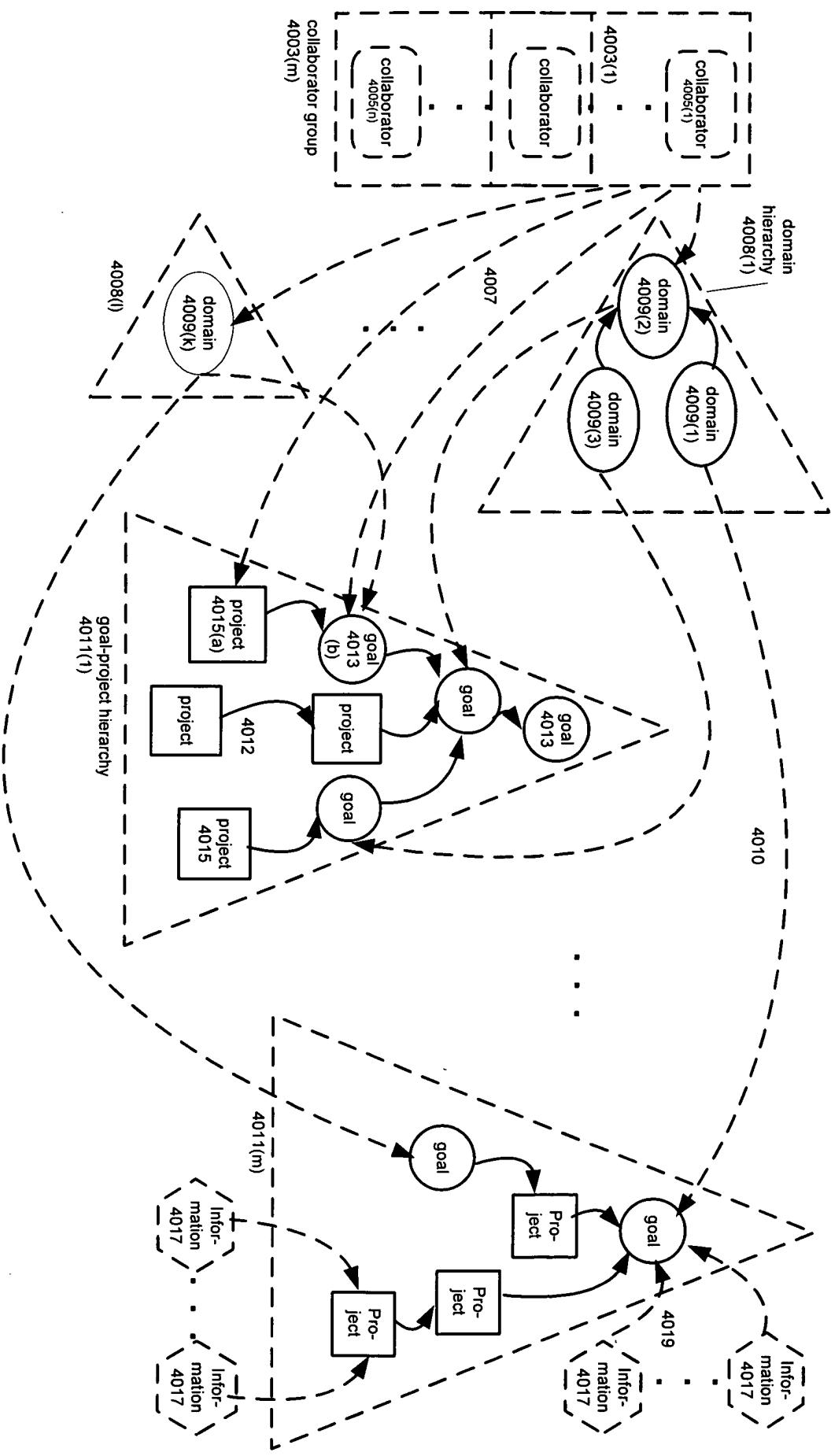


Fig. 40

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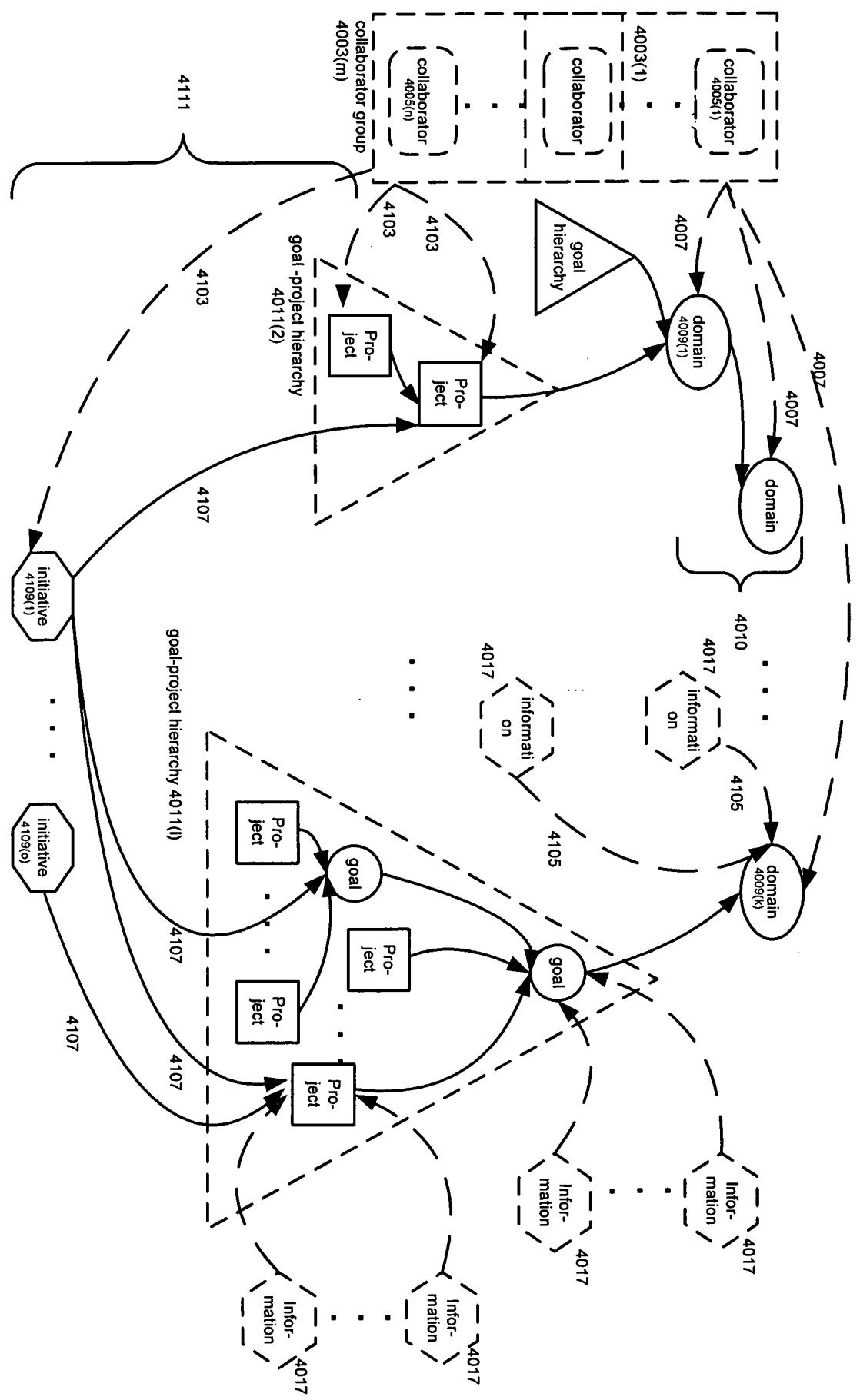
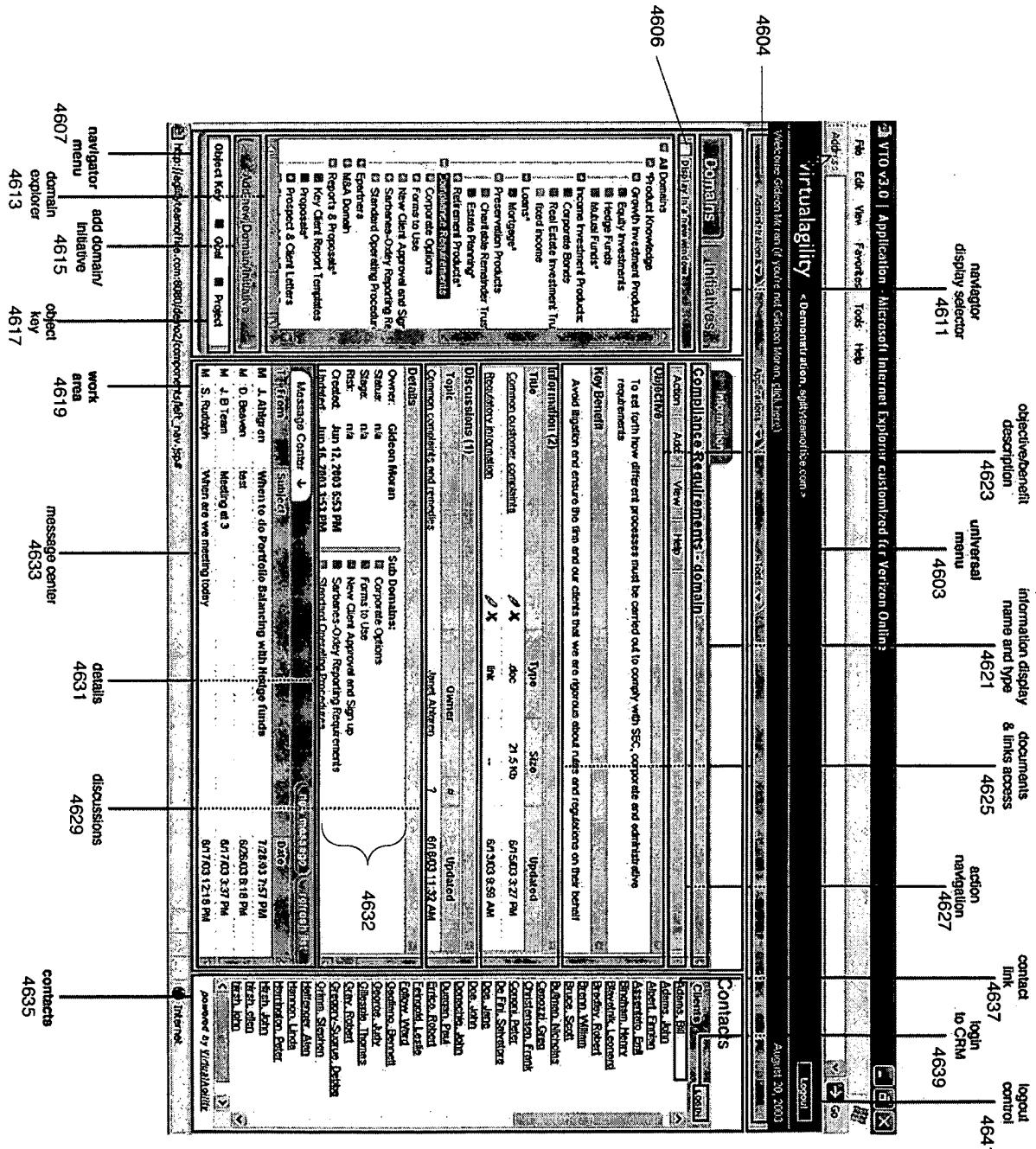


Fig. 41

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Fig. 46